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What's Happening at SDAR • May 2011

The San Diego REALTOR®



SDAR EXPO & CONFERENCE

Don't miss out on SDAR's Real Estate Expo & Conference on Friday, June 24, at the Town and Country Resort. REGISTER TODAY!

Our industry is on the road to recovery, and SDAR's annual Expo & Conference is designed to help you navigate the road to success.

The Free Trade Show features up to 100 companies exhibiting real estate related products and services, and the Free Educational Breakout Sessions are offered throughout the day on a wide variety of topics of interest to brokers and agents. The Expo offers a great opportunity to network and to find out about all the benefits and services provided to you through your SDAR membership.

The Keynote Luncheon is always a popular event, and this year's timely topic is "Fraud in Today's Marketplace. Panelists will include experts from the FBI, District Attorney's Office, Department of Real Estate, as well as Bank of America and Freddie Mac. The luncheon is \$29 (or only \$20 if you register by June 1).

Take a moment to register online at www.sdar.com or call (858) 715-8000 and mark your calendar on June 24 to attend the Expo & Conference.



2011 SDAR Expo & Conference

Friday, June 24, 2011

Town and Country Resort, Mission Valley

9am - 5pm

On the Road to...



www.sdar.com

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PERIODICAL



ROBERT KEVANE

PRESIDENT'S PERSPECTIVE

Spring is the time of year when April showers give way to May flowers. As spring continues to unfold, I hope that your business blossoms with new leads that sprout into closed transactions.

I'd like to extend my gratitude to all who supported National Rebuilding Day on April 30. SDAR and Rebuilding Together teamed up again to make positive impact in the San Diego community. Nearly 50 dedicated volunteers gave of their personal time on a Saturday to help rehabilitate the home of a San Diego resident who is visually impaired and suffers from spinal disc

degeneration. The home was in need of many repairs and the area around the property required extensive maintenance. Improvements valued at close to \$30,000 were made that will offer the priceless benefits of a safer and more pleasant living condition. These enhancements will help a homeowner in need stay in her home for years to come. Thank you again to all Rebuilding Together volunteers, some of which included: SDAR members, board members and staff, the local Electrician's Union, Fire Department, and in-kind sponsors from Starbucks and Papa John's, among many others.

I would also like to thank all those who supported and attended the Wine Tasting for Charity event on April 15. The event helped raise funds for SDAR's Ambassadors Foundation, which will help ensure that the "Everyday Heroes" program continues assisting the men

and women of the San Diego police force achieve the American Dream of homeownership. The event would not have been a success without the support of our sponsors that included Bank of America Home Loans, Military Home Loans, USE Credit Union, and several of the local region's best wineries. Special guest George Chamberlin, San Diego's respected financial expert and business commentator, was also in attendance to share the latest market report and business news which was a great addition to an evening of wine, conversation, and silent auction fundraising. Remember to mark August 12 on your calendar for the upcoming Everyday Heroes Golf Tournament fundraiser.

Key statistics from April housing data indicate that sales for both detached and attached properties increased since March. The median home sales price in April increased for detached properties,

but remained the same for attached (compared to March). Year-over-year total sold listings in April increased for both detached and attached properties. Turn to the center pages for a full breakdown of the April statistics.

Lastly, we hope to see you at the 2011 SDAR Expo & Conference on Friday, June 24 at the Town and Country Resort. Be sure to register online at www.sdar.com as this is one event you can't afford to miss. Please see the front page for event details.

I'll be checking in with you next month to keep you informed about the latest news from your association.

Sincerely,

Bob Kevane

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BOARD OF DIRECTORS HIGHLIGHTS OF APRIL 2011 MINUTES

• President's Report: Upon recommendation of the Executive Committee, the Board of Directors unanimously appointed members to the Legal Planning and Strategic Task Force, including Bob Kevane, Donna Sanfilippo, Cory Shepard, Linda Lee, Mark Marquez, Leslie Kilpatrick, Rick Snyder, Charles Jolly, and Matt Giacalone.

Upon recommendation of the Executive Committee, the Board of Directors unanimously agreed that the Nominating and Election Committees be joined as one standing committee, and approved the President's appointments to the committee: Edith Broyles, chair; Laurielyn Barnett, Barbara DuDeck, Marianne Eddy, Mary Ann Kelly, Vicki Mahanna Campbell, Mark Marquez, Ed Smith Jr., Dwight Tinker, Paul Vadnais, Brian Westre, and Donna Sanfilippo, ex-officio.

The Board of Directors also approved the President's appointments to the Variance Appeals Board to include Bruce Bourdon, Chris Anderson, and Leslie Kilpatrick.

• President-Elect's Report: Donna Sanfilippo reported that she attended many meetings in the past month, including New Member Orientation, Sandicor Task Force, WCR Luncheon, Chamber of Commerce, EDC and Apartment Association, as well as various SDAR committee meetings and meetings with local government officials.

• Vice President's Report: Cory Shepard reported that he attended a luncheon for local business leaders, and a HUD training at the East County Service Center, among other meetings.

• Treasurer's Report: Linda Lee reported that she is taking the NAR Leadership Academy course.

• Chief Executive Officer's Report: Mike Mercurio reported that as a market penetration effort, the Membership Department each month contact those who have passed the DRE exam. He also announced the resignation of Communications Director Molly Kirkland, who during her seven years at SDAR had also served in the Government Affairs Department. Nicole Anderson has been hired as a new Marketing and Communications Director.

• Committee Business: Upon recommendation of the Executive Committee, the Board of Directors unanimously appointed NAR Directors from SDAR to include Ann Throckmorton, Rick Snyder, Susan Marshall, Mark Marquez, and Bob Kevane (for the term November 2011 – November 2012).

FROM THE DESK OF THE CEO

Greetings from your San Diego Association of REALTORS®! As we head into what we expect will be a busy summer home-buying season, please look to your association for the resources and tools, education, and networking opportunities you need to help you succeed in business. Be sure to learn about the newest products and services such as the REALTOR® Resource Guide (see page 9) by reading your monthly The San Diego REALTOR® publication and ongoing e-communications sent from SDAR.

I'd like to take the opportunity to remind you that SDAR's 2011 Expo & Conference will take place on Friday, June 24 at the Town and Country Resort in Mission Valley. Be sure to register for SDAR's biggest event of the year. We understand that real estate professionals are busy people. That's why we've planned a one-day event that is sure to

provide attendees with long-term benefits.

Don't miss out on free educational breakout sessions that will help you sharpen your skill set. Attendees will also have free entry into the exhibit hall showcasing up to 100 businesses offering products and services to help your business grow. Be sure to register and attend the Keynote Luncheon to benefit from a valuable "Fraud in Today's Marketplace" panel discussion with experts from the FBI, DA's Office, DRE, Bank of America, and Freddie Mac. You'll walk away armed with the information you need to help protect you (and your clients).

Lastly, SDAR's Expo and Conference offers the best opportunity all year to learn about the latest SDAR benefits and services, and to network, mix, and mingle with your fellow colleagues who really



MICHAEL T. MERCURIO

understand the challenges and rewards of working in the San Diego real estate market.

I hope to see you there. Be sure to register at www.sdar.com and tell a friend. As always, SDAR thanks you for your membership and appreciates the opportunity to be your partner in success.

Sincerely,

Michael Mercurio

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APRIL REALTOR® APPLICANTS

The following people have applied for membership in the San Diego Association of REALTORS®. Any objections to the admittance should be addressed in writing to the Membership Committee, San Diego Association of REALTORS®, P.O. BOX 85586, San Diego, CA, 92186-5586.

Designated REALTORS®

Josh Browar - Josh Robert Browar
 Dan Cauffiel - West Coast Mortgage Securities
 Francis Chan - Palladium Properties
 James Eischen - Eischen Realty
 Robert Flynn - Robert Flynn
 Brent Grizzle - Brent Grizzle
 David Larson - David W. Larson
 Matthew Matson - Matthew Jay Matson
 Lindsey McGregor - Lindsey McGregor
 Michael Neal - H.G. Fenton Company
 Shawna Robb - Shawna Robb, Broker
 Matthew Sauer - A Different Reality
 Joseph Scala - Joseph Scala Real Estate Brokerage
 Imad Shahhal - Imad Shahhal
 Greg Von Herzen - VH Properties
 Diana Witt - Witt Properties
 Michael Young - Michael M. Young, Broker
 David Zagorsky - Peek Properties

REALTORS®

Tiffany Alleshouse - RE/MAX Associates
 Diane Anderson - Willis Allen Real Estate
 San Barajas - Windermere Real Estate SoCal
 M. Beth Barber - Keller Williams SD Metro
 Hilary Bateman - RE/MAX Associates
 David Baum - McConnin & Co. Realty Addr.
 Nasrin Beigaghah - Pacific Shores Real Estate, Inc.
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 Joshua Bunton - Sand & Sea Realty, Inc.
 Maria Isabel Cairns - Realty Source, Inc.
 Aaron Castagna - Lender Realty, Inc.
 Jimmy Castillo - Prudential California Realty
 Twana Chisp - Keller Williams Realty
 Raquel Christian - Russell Christopher Haley
 Nancy Chung - N.T. & Associates, Inc.
 Ryan Coleman - Curtis Coleman Company
 Michelle Cornwell - Coldwell Banker Residential
 Tina Cota - Keller Williams Realty
 Florence Cudal - Coldwell Banker Premier
 Oscar Cuevas - Home Remedy Real Estate
 Rochelle Dawson - Coldwell Banker Premier

Stevin De Lao - Russ Eskilson Real Estate
 Michael Divris - ZipRealty, Inc.
 Brilliant Do - USA Realty and Loans
 Theresa Dubois - Century 21 Award
 Emily Dunipace - Keller Williams SD Metro
 Christina Ebert - Turner Real Estate
 Daniel Evans - Realty Moves
 Paul Faulstich - Coldwell Banker Res. Brokerage
 Gina Florentino - ARG Abbott Realty Group
 Noemi Flores - First Capital Realty
 Rowena Fong - Real Estate Corner
 Kyle Ford - Abacus Properties, Inc.
 Matthew Fox - Betteker Realty Services
 Lee Glick - Willis Allen Real Estate
 Heather Goodmanson - Keller Williams SD Metro
 Christina Grant - Prudential California Realty
 Marie Gutierrez - Prudential California Realty
 Cynthia Guzman - Prudential California Realty
 Andrew Harris - Capstone Realty & Financial
 Douglas Harrison - Glenn D. Mitchel, REALTORS®
 Sasan Hasani - First Liberty Funding Corp.
 Rita Healy - Betteker Realty Services
 Linda Hernandez - Ashton Realty
 Edward Hollingsworth - Real Living Napolitano R.E.
 Steven Homolac - Century 21 Award
 Regina Hoover - Century 21 Award
 Scott Hornsby - Keller Williams Carmel Valley
 Larissa Hubbard - Keller Williams Realty La Jolla
 Thomas Humphrey - Prudential California Realty
 Paul Iverson - Keller Williams Carmel Valley
 Marjorie Johns - Three Palm Real Estate
 Freda Kuonen - Giles & Company, Inc.
 Robert Lee - Prudential California Realty
 Daniel Lopez - Premier Realty Associates
 Cynthia Marquez - ZipRealty, Inc.
 Jackie Martinez - Keller Williams SD Metro
 Szilvia Marton-Gardality - Abacus Properties, Inc.
 Nicholas Mascola - LT Real Estate Investment
 Nicole Mascola-Taylor - LT Real Estate Investment
 April McCain - San Diego Choice Real Estate
 Natalie McNamee - Keller Williams Realty
 Sherrie Miller - Conventional Properties, Inc.
 Sean Moore - VRS Premier Properties
 Abraham Moreira - Prudential California Realty
 Jose Moreno - Villa Realty, Inc.
 Natalia Moskaleva - Sea Coast Exclusive Properties
 Sidney Muldrow - Gold Coast Properties
 Amra Munsch - RE/MAX Direct
 Charlotte Murawski - Prudential California Realty
 Candice Nasco - Presidio Real Estate
 Randy Newman - Total Lender Solutions
 Shawna Nudo - Prudential California Realty
 Eduardo Padilla - Prudential California Realty

Edward Pleickhardt - San Diego Market Realty
 Juan Luis Quintanilla - Keller Williams SD Metro
 Crystal Razouki - San Diego Prop. & Investments
 M. Soledad Reaves - RE/MAX Associates
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 Jay Rosen - Redfin Corporation
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 Lynete Solarski - Stage Presence Homes
 Nicholas Spisak - Century 21 Award
 Kathleen Svoboda - McMonigle Group, Inc.
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 Rebecca Robinson - R.S. Robinson Company
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REALTORS®

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REBUILDING TOGETHER – HELPING OUT A SAN DIEGO NEIGHBOR IN NEED

On Saturday, April 30, SDAR and Rebuilding Together teamed up again for the National Rebuilding Day to make a difference for our community. This year volunteers helped rehabilitate the home of a San Diego neighbor who is losing her sight, and needed many repairs and cleanup projects around her property to help make it a safer and more pleasant dwelling for years to come.

Volunteers started early and nearly 50 worked tirelessly throughout the day in many capacities. Richard Betzenderfer with Spectrum Renovations was the house captain and also provided many of the repairs pre- and post-event, and we recognize him for all the effort he and his company put into the project. Another volunteer, Eric Rodriguez from Keller Williams, led the team on landscaping and brought great energy to a very difficult project.

A total of nearly \$30,000 in improvements were made, and some of the projects included:

- The roof was replaced prior to Rebuilding Day (completed by RSI Roofing and paid for by a Community Block Grant funded by HUD via the San Diego City Council)
- The front yard and back yard were completely cleaned. Portions of the yard were landscaped with new plants and a brick walkway.

- The entire exterior of the house was painted. A downstairs room, that the owner plans to rent out, was also painted and carpeted.
- Stucco repairs were made to the house where needed.
- The carport was completely cleaned out and reorganized.
- The fire department installed fire detectors.
- Members of the local Electrician's Union fixed multiple areas in need of repair.

Our appreciation to Starbucks which provided coffee and Papa John's which provided discounted pizza for lunch. Thanks to all of our volunteers, too numerous to mention, as well as SDAR staff and board members who assisted in making it such a fulfilling day.



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SCOTT MOLLOY

LEGISLATIVE BRIEFING

REALTORS® ENCOURAGED TO FIGHT
CITY OF SAN DIEGO BUSINESS TAX

On April 14, the City of San Diego Treasurer's Office sent out 1,500 tax notices to REALTORS® informing them that they may be required to obtain a Business Tax Certificate and pay the City's business taxes (\$51 for the first year, \$34 each year following). REALTORS® that filed as independent contractors and listed a City of San Diego address on their federal tax returns received the notices.

The City Treasurer's Office is attempting to impose individual business taxes on REALTORS® that work under a Broker's License (agents that work for a brokerage). The City Treasurer's action is in violation of state law which states clearly that a real estate salesperson is employed by a licensed real estate broker.

If you are a REALTOR® that has received a notice of business tax liability from the City of San Diego and you do not operate your own business or conduct any services as an independent contractor other than work under the license of a real estate broker (i.e., you believe this notice

was sent to you in error), SDAR urges you to appeal the tax on the grounds that you are not a separate business from the brokerage that you work for and the city is violating state law by attempting to impose this tax on you.

For those REALTORS® appealing the tax, SDAR has prepared standard protest language that we urge real estate agents to use to protest this unlawful tax. You can find the document at <http://www.sdar.com/media/ProtestLanguageRealtors.pdf> or contact the Government Affairs Department at (858) 715-8005 for more information.

SDAR is advancing a legislative amendment to the city's Municipal Code that would create an exemption for real estate agents that work under a broker's license. We have received support from several city council offices for such an exemption and we are optimistic that we will gain approval for this exemption this year.



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THE RISKS IN MODIFYING C.A.R. FORMS, AND NEW RULES REGARDING SHORT SALE TRANSACTIONS

By Dave Gillingham, SDAR Risk Management Committee

It's your favorite forms guy again bringing you a bunch of improvements to the C.A.R. Forms Library. Your California Association of REALTORS® (C.A.R.) Standard Forms Advisory Committee (SFAC) has been very busy the last few months – especially the Property Management Subcommittee. In addition, your friends at the Federal Trade Commission (FTC) have decided to be helpful with some new forms for short sales, so there is a lot of material to review. Keep in mind it is considered bad manners to shoot the messenger!

I was asked by the SDAR Risk Management Committee to remind you of the chance you take when you modify C.A.R. standard forms. Setting aside the potential legal issues you might inadvertently create, the biggest problem is that you are likely voiding the C.A.R. User Protection Agreement (UPA). The UPA is an insurance policy, in that C.A.R. will help defend you on appeal if a C.A.R. form is found to be unlawful or fails to meet statutory or regulatory guidelines at the time the form was published. When you modify a form, you are probably no longer covered by the agreement. For more information about the UPA see: www.car.org/legal/standard-forms/user-protection-agreement.

Similarly, creating your own transaction forms can be risky business. Short sales have caused the proliferation of a lot of non-standard forms. If you feel compelled to create your own form, we strongly suggest you have it reviewed by your legal representative before you use it to ensure, amongst other things, 1) that it is legal; 2) that is in compliance with all relevant regulations; and 3) that it does not conflict with the C.A.R. forms you are using in a particular transaction! Obviously, locally created forms would not be covered by the C.A.R. UPA.

Moving right to what your government can do for you: The FTC has issued new rules, effective January 31, 2011, that may impact real estate practitioners who are involved with short sale transactions. (Read: most of us!) The new rules are referred to as MARS rules (Mortgage Assistance Relief Services), so when you hear your broker ranting about what is going on with MARS, he or she has not necessarily gone around the bend. To help affected members comply with the regulations, C.A.R. issued four new forms in March of this year described below. It should be noted that the National Association of REALTORS® (NAR) is still "discussing" the MARS rules with the FTC, so pay attention in the next few months for possible changes to all of this. In the meantime, for real estate practitioners who represent clients in short sale transactions we have the following new forms:

MARSSN – Mortgage Assistance Relief Services Short Sale Negotiation Notice - This notice must be given to a seller by the broker prior to providing short sale services.

MARSRN – Mortgage Assistance Relief Services Offer of Mortgage Relief Notice - This form must be given to a seller by the broker along with the lender's offer to accept a short sale (term sheet or approval letter).

NAF – Notice Required With Termination of Tenancy Within One Year after Foreclosure - Additional information regarding termination of tenancy within one year after foreclosure (to be attached to CAR form NTT) giving tenant less than 90 days to vacate.

NTAF – Notice of Termination of Tenancy Ninety Days After Foreclosure (Giving Tenant At Least 90 Days To Vacate) – New form to be used after foreclosure when terminating tenancy with at least 90 days notice.

In addition, if you advertise short sale

services, please review the following for advertising rules: <http://www.realtor.org/letterfw.nsf/pages/0211mars?OpenDocument&Login>.

Once again, it seems likely that we have not heard the last word on any of this. Please pay attention to SDAR's video market update "The Scoop," future issues of the SDAR's publication, and to the C.A.R. and NAR websites for updates.

As for the "usual" forms changes, there were quite a few – mainly related to property management, but only one new form in addition to the above. Note that the following will be released to zipForm® on April 29:

DRA – Denial of Rental Application for Credit Reasons – This form provides a mechanism for informing a potential tenant of the reasons the application was denied.

The following forms have been changed:

AVID – Agents Visual Inspection Disclosure - Added the name of the broker firm preparing the form on page 1.

COL – Cancellation of Listing - New language specifies that terms from the listing agreement remain in effect.

CTT – Notice of Change of Terms of Tenancy - Modified the delivery and proof of service provisions.

FEHN – 48-Hour Notice of Inspection Prior to Termination of Tenancy - Adds statement of purpose of notice; modifies delivery and proof of service provisions.

ICA – Independent Contractor Agreement - Adds optional language limiting activities associate licensee can do under broker's license.

LL – Lease Listing Agreement - Added reference to tax withholding requirements and pictures/videos of interior.

LR – Residential Lease or Month to Month Rental Agreement - Adds space for reference to rent control; addresses

initial condition and MIMO; adds no smoking of any substance; provides for delivery of HOA rules; requires tenant to notify landlord if any occupant turns 18.

LRA – Application to Rent/Screening Fee - Adds date of birth for credit report and updates amount of screening fee.

NOE – Notice of Entry - Adds reference to landlord's rights to enter for smoke detectors and water heater strapping; modifies delivery and proof of service provisions.

NPC – Notice of Obligation to Pay Rental or Lease Payments in Cash, Money Order, Cashier's Check - Modifies proof of service provisions; allows landlord to demand cashier's check or money order.

NRI – Notice of Right to Inspection Prior to Termination of Tenancy - Clarifies that tenant does not have to respond to notice; adds section for tenant to affirm the do not want an inspection.

NSE – Notice of Sale and Entry - Clarifies normal business hours for entry; modifies delivery and proof of service provisions.

PAA – Purchase Agreement Addendum - Language added to clarify that when seller remains in possession prepaid rent to be released to buyer at close of escrow.

PAK – Probate Advisory - adds reference to exemption from CO monitor compliance.

PAL – Probate Advisory - adds reference to exemption from CO monitor compliance.

PCQ – Notice to Perform Covenant (Cure) or Quit - Modifies delivery and proof of service provisions.

PMA – Property Management Agreement - Adds owner assurances that no NOD or BK is ongoing and adds reference to tax withholding requirements.

page 8 ►



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It was a beautiful spring evening of wine, hors d'oeuvres, networking, and rich conversation at the Black Mountain Ranch House last month. The event helped raise funds for SDAR's Ambassadors Foundation, which supports San Diego Police Officers who are pursuing the dream of home ownership.

Guests sampled wines from many regional wineries, including Beringer Vineyards, Bernardo Winery, Chateau Ste. Michelle, Constellation Wines, Cupcake Wines, Daou Vineyards, Ferrari Carano, Markham Vineyards, Oyster Bay Wines, Robert Mondavi, Wilson Creek, and Wine of the Month Club.

Special guest George Chamberlin, the respected financial expert and business commentator from the San Diego Daily Transcript, KOGO Radio, and NBC San Diego, was on hand to share the latest market report and business news.



Many thanks to everyone who attended and supported this charity event, and SDAR gratefully acknowledges the sponsors:

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RISK MANAGEMENT

page 7 ▼

PRQ – Notice to Pay Rent or Quit – Simplifies statement of past due rent; modifies delivery and proof of service provisions.

REO – REO Advisory – Adds paragraph on Title and Escrow service selection and paragraph on tenant rights in a foreclosure situation.

REOL – REO Advisory (Listing) – Adds paragraph on Title and Escrow service selection and paragraph on tenant rights in a foreclosure situation.

TA – Trust Advisory - Adds reference to exemption from CO monitor compliance (not exempt!).

TAL – Trust Advisory (Listing) - Adds reference to exemption from CO compliance.

TEC – Tenant Estoppel Certificate – Adds section about who pays for utilities and other services and who owns the appliances.

As always, any suggestions you have for C.A.R. forms should be sent to CARforms@car.org. C.A.R.'s liaison to the SFAC (Joy Alafia) will ensure your suggestions are directed to either the SFAC or to one of the attorneys who helps with standard forms. If you have questions or concerns about the SDAR forms library, please notify Kate Speir (kspeir@sdar.com)



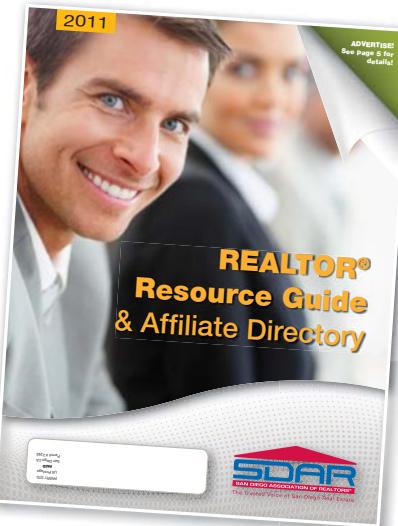
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Just in time for the SDAR Expo & Conference, the guide will be mailed directly to members, and additional copies will be available for purchase as gifts for clients. The guide will also be accessible online at SDAR's website.



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APRIL STATISTICS DETACHED HOMES

Current Year - 2011									Previous Year - 2010																
Market Area		SOLD LISTINGS			AVG DAYS ON MARKET		MEDIAN PRICE*		SOLD LISTINGS			AVG DAYS ON MARKET		MEDIAN PRICE*		SOLD LISTINGS		AVG DAYS ON MARKET			MEDIAN PRICE*				
Zip Code	Market Area	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD		
92101	Alpine	14	50	85	67	\$467,000	\$445,500	17	56	85	77	\$520,844	\$417,500												
92102	Bonita	11	48	88	92	\$430,000	\$430,500	11	45	86	83	\$425,000	\$450,000												
92005	Boulevard	1	3	391	181	\$116,000	\$116,000	0	4	0	103	\$110,000													
92106	Campo	5	22	90	63	\$150,000	\$147,450	4	16	41	54	\$152,044	\$152,044												
92110	Chula Vista	32	145	76	94	\$318,000	\$320,000	39	127	83	66	\$322,000	\$330,000												
92111	Chula Vista	30	32	80	93	\$280,000	\$275,000	36	135	59	62	\$300,000	\$277,500												
92113	Chula Vista	43	137	80	84	\$353,996	\$370,000	48	172	79	81	\$375,500	\$375,500												
92114	Chula Vista	11	69	114	86	\$472,000	\$504,000	14	68	104	90	\$517,000	\$532,500												
91915	Chula Vista	23	101	83	89	\$380,000	\$372,000	32	114	69	85	\$365,000	\$361,000												
91916	Descanso	2	7	114	84	\$272,083	\$220,000	5	9	115	93	\$310,000	\$295,000												
91917	Duluth	0	1	0	172	\$0	\$339,000	0	2	0	116	\$0	\$207,500												
91931	Gustay	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0												
91932	Imperial Beach	9	24	65	61	\$258,000	\$280,000	8	37	45	43	\$297,500	\$295,000												
91934	Jacumba	2	7	124	97	\$59,400	\$46,900	0	3	0	57	\$0	\$36,000												
91935	Jamul	8	33	106	80	\$427,500	\$435,000	15	33	42	94	\$450,000	\$390,000												
91941	La Mesa	21	85	86	92	\$365,000	\$381,000	18	93	79	82	\$360,000	\$388,000												
91942	La Mesa	28	60	69	72	\$325,000	\$325,000	11	59	43	52	\$345,000	\$335,900												
91945	Lemon Grove	15	55	51	63	\$250,000	\$247,000	9	65	40	67	\$260,000	\$260,000												
91948	Mount Laguna	0	0	0	0	\$0	\$0	1	2	49	113	\$195,000	\$145,800												
91950	National City	13	77	124	99	\$198,000	\$210,000	20	77	57	61	\$201,000	\$205,000												
91962	Pine Valley	1	4	64	68	\$28,000	\$286,000	3	10	159	142	\$279,000	\$258,500												
91963	Potrero	0	1	0	51	\$0	\$225,000	1	1	41	41	\$104,000	\$104,000												
91977	Spring Valley	38	157	75	99	\$267,450	\$260,000	36	146	50	70	\$255,000	\$273,000												
91978	Spring Valley	8	24	81	104	\$255,000	\$300,000	3	16	20	72	\$430,000	\$357,500												
91980	Tecate	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0												
92003	Bonsall	5	13	109	76	\$600,500	\$429,243	6	18	56	93	\$731,882	\$616,500												
92004	Borrego Springs	8	29	179	202	\$120,250	\$162,000	13	29	217	198	\$280,000	\$217,500												
92007	Cardiff By The Sea	4	21	50	60	\$1,033,750	\$870,000	5	17	183	91	\$750,000	\$750,000												
92008	Carlsbad	15	43	87	103	\$255,000	\$365,000	9	43	65	77	\$650,000	\$683,000												
92009	Carlsbad	52	152	64	81	\$680,000	\$777,495	46	167	49	59	\$713,500	\$685,000												
92010	Carlsbad	12	42	68	74	\$478,000	\$507,250	7	28	44	37	\$385,000	\$559,700												
92011	Carlsbad	11	65	69	76	\$75,000	\$695,000	16	49	86	76	\$840,000	\$811,500												
92014	Del Mar	18	46	100	112	\$1,325,000	\$1,335,000	10	31	139	115	\$1,357,500	\$1,415,000												
92119	El Cajon	31	103	101	99	\$374,000	\$350,000	17	81	69	67	\$399,000	\$386,000												
92120	El Cajon	31	95	84	83	\$280,000	\$310,000	19	71	35	47	\$340,000	\$310,000												
92121	El Cajon	22	82	90	83	\$76,250	\$285,000	34	111	91	84	\$334,450	\$312,000												
92124	Encinitas	35	103	62	75	\$69,500	\$70,000	32	108	57	62	\$69,750	\$750,500												
92025	Escondido	19	78	107	91	\$244,500	\$296,750	34	106	73	61	\$360,000	\$322,500												
92026	Escondido	34	129	109	103	\$331,250	\$340,000	39	125	82	71	\$310,000	\$321,000												
92027	Escondido	45	150	73	75	\$277,000	\$281,250	40	169	57	64	\$312,500	\$279,000												
92028	Fatbrook	48	169	68	70	\$331,500	\$348,704	26	167	50	105	\$322,500	\$343,500												
92029	Fatbrook	12	37	64	67	\$460,000	\$460,000	12	52	41	61	\$467,700	\$467,700												
92030	Jamul	5	22	162	129	\$14,000	\$19,500	2	11	21	234	\$16,000	\$16,000												
92037	La Jolla	25	66	97	91	\$1,425,000	\$1,271,000	17	71	95	112	\$1,605,000	\$1,400,700												
92040	Lakeside	15	79	152	105	\$330,000	\$395,000	28	93	75	65	\$380,000	\$330,000												
92054	Oceanside	18	62	101	99	\$417,500	\$385,500	10	54	63	62	\$562,450	\$404,950												
92056	Oceanside	40	124	82	60	\$332,500	\$335,000	35	137	56	24	\$355,000	\$330,000												
92057	Oceanside	24	126	84	64	\$89,250	\$333,201	40	176	60	84	\$322,250	\$322,250												
92058	Oceanside	11	44	75	78	\$315,000	\$329,200	16	37	53	59	\$282,000	\$320,000												
92059	Pala	0	2	0	119	\$0	\$305,000	0	3	0	30	\$0	\$447,000												
92060	Palomar Mountain	0	1	0	122	\$0	\$482,500	0	4	0	117	\$0	\$139,750												
92061	Fauna Valley	0	9	0	127	\$0	\$322,000	0	3	0	103	\$0	\$450,000												
GROUP TOTAL COUNTS: 1783 6259																									
1681 6416																									

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MAY 2011

APRIL STATISTICS ATTACHED HOMES

Current Year - 2011								Previous Year - 2010												
Zip Code	Market Area	SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*		SOLD LISTINGS	AVG DAYS ON MARKET	Mth YTD	YTD	MEDIAN PRICE*		SOLD LISTINGS	AVG DAYS ON MARKET	Mth YTD	YTD	MEDIAN PRICE*		
		Mth	YTD	Mth	YTD	Mth	YTD					Mth	YTD					Mth	YTD	
91901 Alpine	Alpine	1	12	16	118	\$168,000	\$131,500	1	4	92	127	\$110,000	\$14,149							
91902 Bonita	Bonita	4	7	100	81	\$178,000	\$137,000	0	5	9	94	\$0	\$125,000							
91905 Boulevard	Boulevard	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0							
91906 Campo	Campo	0	0	0	0	\$0	\$0	1	1	0	0	\$87,950	\$87,950							
91910 Chula Vista	Chula Vista	13	52	92	92	\$155,100	\$165,000	11	58	109	85	\$140,000	\$154,500							
91911 Chula Vista	Chula Vista	17	64	167	141	\$130,000	\$133,950	18	67	45	70	\$133,000	\$135,000							
91913 Chula Vista	Chula Vista	25	81	97	97	\$165,000	\$190,000	22	87	87	106	\$232,450	\$218,000							
91914 Chula Vista	Chula Vista	8	32	100	93	\$214,950	\$222,500	5	30	79	119	\$235,000	\$210,000							
91915 Chula Vista	Chula Vista	14	53	132	133	\$237,500	\$255,000	15	57	100	102	\$234,000	\$233,000							
91916 Descanso	Descanso	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0							
91917 Duthura	Duthura	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0							
91931 Gustay	Gustay	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0							
91932 Imperial Beach	Imperial Beach	9	25	122	162	\$218,000	\$170,000	14	27	89	90	\$97,000	\$100,000							
91934 Jacumba	Jacumba	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0							
91935 Jamul	Jamul	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0							
91941 La Mesa	La Mesa	1	6	54	66	\$165,000	\$127,500	4	16	117	81	\$162,500	\$157,500							
91942 La Mesa	La Mesa	9	42	165	141	\$165,175	\$175,000	12	41	45	45	\$210,000	\$255,000							
91945 Lemon Grove	Lemon Grove	3	13	26	89	\$112,000	\$112,000	2	13	102	93	\$106,250	\$111,500							
91948 Mount Laguna	Mount Laguna	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0							
91950 National City	National City	5	29	59	74	\$155,000	\$130,000	12	34	86	64	\$66,000	\$84,000							
91962 Pine Valley	Pine Valley	0	1	0	113	\$155,000	\$180,000	0	1	0	412	\$0	\$35,000							
91963 Potrero	Potrero	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0							
91977 Spring Valley	Spring Valley	10	28	57	85	\$130,000	\$111,000	6	38	54	74	\$187,500	\$144,950							
91978 Spring Valley	Spring Valley	1	3	13	14	\$139,000	\$138,900	0	2	0	18	\$0	\$119,800							
91980 Tecate	Tecate	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0							
92003 Bonelli	Bonelli	2	9	20	110	\$107,800	\$120,000	3	10	119	71	\$135,000	\$119,900							
92004 Borrego Springs	Borrego Springs	0	6	0	229	\$0	\$127,450	2	7	103	267	\$215,750	\$45,000							
92007 Cardiff By The Sea	Cardiff By The Sea	7	16	22	80	\$37,200	\$373,500	3	13	36	57	\$490,000	\$490,000							
92008 Carlsbad	Carlsbad	5	18	46	87	\$181,000	\$309,000	12	30	111	96	\$530,000	\$400,000							
92009 Carlsbad	Carlsbad	21	70	116	95	\$268,000	\$286,000	27	80	68	69	\$300,000	\$323,000							
92010 Carlsbad	Carlsbad	7	21	65	79	\$320,000	\$320,000	8	28	29	39	\$345,000	\$361,500							
92011 Carlsbad	Carlsbad	7	16	83	64	\$355,000	\$370,000	5	20	50	42	\$459,000	\$422,500							
92014 Del Mar	Del Mar	7	21	81	108	\$151,000	\$151,000	2	11	58	57	\$462,750	\$488,000							
92019 El Cajon	El Cajon	11	44	91	96	\$125,900	\$156,500	2	47	37	59	\$145,000	\$170,000							
92020 El Cajon	El Cajon	17	53	94	88	\$109,000	\$96,000	20	67	88	106	\$100,000	\$100,000							
92021 El Cajon	El Cajon	12	56	118	83	\$94,000	\$104,000	14	49	68	83	\$150,000	\$125,000							
92024 Encinitas	Encinitas	12	49	85	72	\$346,000	\$351,400	14	55	46	72	\$91,150	\$422,000							
92025 Escondido	Escondido	7	33	123	122	\$124,000	\$124,000	13	33	68	67	\$105,000	\$125,000							
92026 Escondido	Escondido	19	64	77	108	\$115,000	\$124,000	16	64	98	67	\$155,000	\$146,000							
92027 Escondido	Escondido	10	32	140	96	\$115,000	\$99,075	13	44	76	73	\$110,000	\$166,000							
92028 Fatimak	Fatimak	4	8	23	73	\$261,005	\$186,000	3	4	33	30	\$224,000	\$217,500							
92029 Fatimak	Fatimak	3	5	60	60	\$145,000	\$152,000	2	4	291	109	\$187,750	\$178,500							
92030 Julian	Julian	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0							
92037 La Jolla	La Jolla	17	71	115	188	\$545,000	\$445,000	24	85	63	100	\$500,000	\$510,000							
92040 Lakeside	Lakeside	8	26	131	114	\$97,500	\$96,000	5	30	61	64	\$64,250	\$90,775							
92054 Oceanside	Oceanside	17	41	115	21	\$367,000	\$317,500	13	47	71	79	\$199,000	\$307,500							
92056 Oceanside	Oceanside	26	80	59	66	\$157,500	\$186,750	27	88	71	63	\$185,000	\$265,000							
92057 Oceanside	Oceanside	40	98	115	94	\$143,950	\$145,000	28	99	75	101	\$154,300	\$145,000							
92058 Oceanside	Oceanside	11	42	61	89	\$165,000	\$158,000	5	28	89	82	\$129,000	\$155,000							
92059 Pala	Pala	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0							
92060 Palomar Mountain	Palomar Mountain	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0							
92061 Pauma Valley	Pauma Valley	0	4	0	155	\$0	\$186,000	1	2	150	104	\$550,000	\$443,500							



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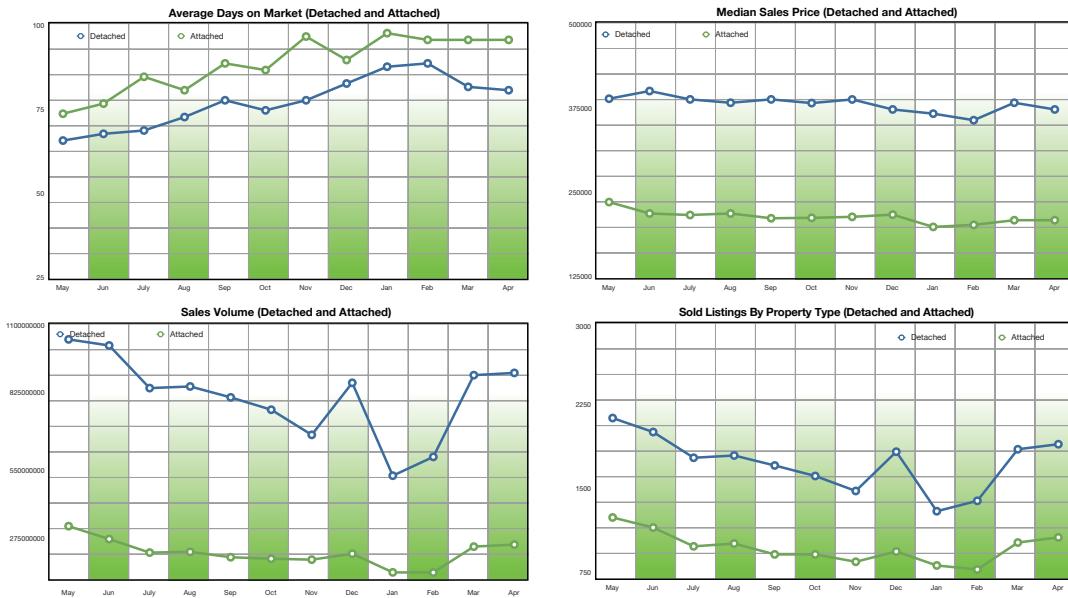
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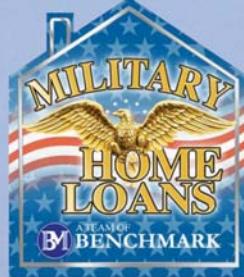
COMPARATIVE SALES - EXISTING HOMES - APRIL 2011 SAN DIEGO COUNTY

	ATTACHED			DETACHED			ATTACHED			DETACHED		
	Sales	% Change from Prior Year	% Change from Prior Month	Sales	% Change from Prior Year	% Change from Prior Month	Sales	% Change from Prior Year	% Change from Prior Month	Sales	% Change from Prior Year	% Change from Prior Month
1 Total Sales Volume April 2011	\$258,433,269	-2.24%	2,651	\$891,650,277	4,715	0.83%						
2 Average Sales Price April 2011	\$277,035	-4.09%	-2,319	\$500,084	-1,276	-1.712						
3 Median* Sales Price April 2011	\$210,000	-6.870	0.000	\$375,000	-3,220	-2,590						
4 Sold Listings April 2011	950	1,931	5,088	1,783	6,068	2,589						
5 Average Days on Market April 2011	98	24,051	0.000	83	22,059	-1,190						
6 Total Sales Volume April 2010	\$264,368,748			\$851,502,854								
7 Average Sales Price April 2010	\$283,657			\$506,545								
8 Median* Sales Price April 2010	\$225,500			\$387,500								
9 Sold Listings April 2010	932			1,681								
10 Average Days on Market April 2010	79			68								

Copyright 2011 San Diego Association of Realtors. Data for single-family attached and detached home sales through the Multiple Listing Service of Sandicor, Inc. Neither SDAR nor Sandicor guarantees or is responsible for its accuracy. *The median home price is the price where half of the homes sold for more and half sold for less. It is a more typical price measure than average, which can be skewed high by a relative handful of million-dollar plus transactions.

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THE VALUE OF BECOMING A CRS

However you define success, you can get there faster by earning the CRS Designation. CRS training gives you in-depth knowledge about business planning, making listing presentations, negotiating and closing smoother transactions, working in the buyers' and sellers' best interest and building a referral business.

(SDAR is offering the CRS 202 training, "Effective Buyer Sales Strategies" on May 26 and 27. See below.)

Once you have completed the rigorous educational and production requirements to earn the Certified Residential Specialist Designation, you have many resources at your fingertips — strong referral network of more than 38,000 CRS members; timely and timeless news and information found in the bimonthly magazine, The Residential Specialist; and networking opportunities locally through CRS Chapters and nationally at events such as Sell-a-brations®, the Council's annual educational conference, and National Committee Meetings held twice yearly.

Why choose CRS? Quite simply because you put the most effort into getting it and get the most value back from it. Your mind

is open to new challenges, possibilities and opportunities to enhance your business. Your CRS training, mentoring and networking help you decide on the right choices for you and your business.

Superior Training

For over thirty years CRS has been developing real estate training that helps REALTORS® achieve the next level of success. Our classroom and online courses provide systems and strategies that can boost your productivity so you can be more effective for your clients. Subjects include listing, selling, pricing, technology, marketing, referral generation and more. Visit <http://www.crs.com/Education/286> for more details.

Better Credentials

There are over one million REALTORS® in business today. So if you want to find that one-in-a-million REALTOR®, start with the over 34,000 who hold the Certified Residential Specialist Designation. CRS is the symbol of excellence in residential real estate. Our members have proven they have the experience, training and commitment to be among the best in their profession. Find out how you can become a CRS at http://www.crs.com/About_CRS/83.

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The quickest, most convenient way to access up-to-date information about your CRS membership or your progress toward membership is to sign up for a CRS Advantage Account. You can use your CRS Advantage account to access online tools and information from the Council that is customized for your specific needs. Visit <http://www.crs.com/Advantage> to set up an account.

gies will give agents customers for life.

Topics Covered:

- Understand buyer motivation
- Eliminating sales resistance
- Creating trust and loyalty from buyers
- Negotiating skills

Instructor: Frank Serio, 2011 CRS National President. Frank Serio has run the gauntlet from sales associate to top producer to sales manager/trainer. In his fast-paced presentations, Serio shares his own experiences and the innovative ideas used by top producers across the country. His seminars are packed with knowledge and information, and enjoyed by all.

Time: 8:30 a.m. – 5:00 p.m.

Location:

SDAR's Kearny Mesa Service Center
4845 Ronson Court, San Diego, 92111

Prices:

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EFFECTIVE BUYER SALES STRATEGIES (CRS 202)

Thursday and Friday, May 26 & 27

Top sale associates enjoy a competitive advantage because they understand what motivates and influences their customers. Sales strategies give students the inside track to win over prospective buyers by teaching them the necessary strategies that make their sales quick and efficient. Students will learn how to work with today's new buyer through counseling, salesmanship and negotiation. These effective strate-

SDAR MEMBERS HOLDING CRS DESIGNATION

Please Note: If your name does not appear here, but you have earned the CRS designation, please email your certificate to eduation@sdar.com or fax a copy to (858) 715-8090 and Member Services will update your record.

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Karen Grey - Allison James Estates & Homes

Larry S. Grey - Allison James Estates & Homes

Antony Chipounov - Antony Chipounov, Broker

Carolyn Bowhay - ARG Abbott Realty Group

Sandra D. Melville - ARG Abbott Realty Group

Arman Freeman - Arman Freeman Real Estate

Fred Gregory - Avalar San Diego

Robert S. Schwartz - BrokerForYou

Linda Moody - Casa Pacific Realty

Paul Vaidnais - Catalina Realty

Karen F. Peterson - Century 21 First Choice Realty

Donna Shiepe - Century 21 All Real Estate

Soraya Lepe - Century 21 All Real Estate

Ulysses Lepe - Century 21 All Real Estate

Steven Rotsart Sr. - Century 21 All Service

Diane Weinrieb - Century 21 Award

Janet L. Layton - Century 21 Award

Joan Hay - Century 21 Award

Linda Espiritu - Century 21 Award

Raana Jamshidie - Century 21 Award

Ron Durrett CRS - Century 21 Award

Dorothy Crisci - Century 21 Carole Realty

Majorie McLaughlin - Century 21 First Choice Realty

Karen Cleden - Century 21 San Vicente Inc

Charlene R White - Charlene Robinson White, Broker

Jeffrey E. Thiel - Chase Pacific Property Mgmt

Edward Cramer Jr. - Circle Reality Register

Arthur G Turner - Classic Realty

Tisha Neely - Coastal San Diego Properties

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Cheryl Schmitz - Coldwell Banker

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Jane Booth - Coldwell Banker

Sylvana Meeks - Coldwell Banker Borrego

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riders, pennant flags and posts, supplies, books, forms, and more.

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At **imortgage** our simplified process is designed to educate your clients without overwhelming them with a slew of industry jargon. We understand that some clients need special assistance to ensure they enter into sustainable homeownership. While that sounds great, we also live by the creed that being open, honest and direct is the only way to build lasting relationships.

imortgage is an established national retail mortgage correspondent who encourages a dynamic work environment where veterans in the mortgage industry can be successful. Because our culture is entrepreneurial, change is frequent, challenges abound and innovation is constant.

Our national production team is led by Dan Hanson, Executive Vice President of National Production, who is recognized for strategic planning and talent acquisition.

Key benefits when working with imortgage as a loan consultant:

- Partner with a Direct Lender and operate as a Mortgage Banker with a state-of-the-art technology platform.
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- Work with a dynamic and experienced Leadership Team, dedicated to your success and to building a truly special mortgage company.

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8 REASONS TO BECOME AN SRS DESIGNEE

1 SRS designees are members of an elite group of trained seller client advocates that know the importance of their client's specific needs by using Seller Counseling Sessions to insure all needs are addressed.

2 SRS designees concentrate their efforts on the seller client's ultimate goals to ensure the client is at the center of the sale.

3 SRS designee is extensively trained in a wide variety of manual and electronic marketing methods to uniquely promote your property to the widest range prospective purchasers.

4 SRS designees understand that negotiation skills are critical to a successful transaction and are trained to position their client to receive the best possible outcome during negotiations of the sale.

5 SRS designees adhere to the highest level of professional ethics and business practices in delivering "client level" services with integrity.

6 SRS designees are uniquely qualified to exceed the expectations of their clients yielding client trust.

7 SRS designees know the importance of staging your property for best results. Staging is a critical component, along with accurate pricing, to attain desired results within a timely manner.

8 SRS designees have an advanced level of understanding on how to collaborate with a variety of cooperating agents of all skill levels in the marketplace to insure that the "best" buyer has an opportunity to purchase your property.

About the SRS Council

The Seller Representative Specialist (SRS) designation was created by Adorna Carroll, Steve Casper and Bruce Aydt, three industry leaders in real estate education and professionalism in the real estate industry. The SRS designation is not affiliated with any other entity or seller designation. The SRS designation and SRS Council, LLP have been independently operating since early 2006 and have already conducted many courses to rave reviews by students and administrators.

SELLER REPRESENTATIVE SPECIALIST DESIGNATION COURSE

Monday and Tuesday, June 13 and 14

This 2-day program focuses on providing REALTOR® practitioners with the tools necessary to represent seller clients in a variety of formats. Particular attention is given to differing listing models, office policies, field issues, legal and code ramifications to representing sellers in today's changing environment.

Topics Covered:

- Defining a target market for future business
- Eight successful short-sale elements
- Co-brokering with cooperating agent
- Listing strategies
- Identify all types of inspections available to your client
- Prepare for the seller counseling session
- Objectives of different types of open houses
- RESPA violations
- Demonstrate your value package
- Manual and e-methods for procuring listings
- Performance contingencies

Instructors:

Steve Casper, SRS, and
John Altman, CCIM, CRS, CRB, SRS

Time: 9:00 a.m. – 4:00 p.m.

Location:

SDAR's Kearny Mesa Service Center
4845 Ronson Court, San Diego 92111

Prices:

All Attendees.....\$299

(50% deposit reserves your seat. Cost includes complimentary membership for one year (\$99 value). For a limited time only, there are no elective course requirements.)

DRE Credit: 12 Consumer Protection

Lunch: Provided by SDAR

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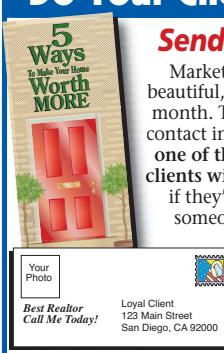
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Antac Termite & Pest Control was founded in 2003 by two top-performing employees of major national companies who wanted to lower prices, provide higher levels of customer service, and provide the best termite and pest control service possible to its customers. Antac offers termite inspection and treatments, in-house repair crews, bee control, pest control, rodent control, and even termite-proof insulation.

SDAR: What is the overall service model for Antac Termite & Pest Control?

Antac: Antac is built on ethics, integrity and high levels of customer service. Dealing with REALTORS® and homeowners requires high levels of trust, especially when involved with a sale or purchase of a home. Aside from the training, all inspectors, technicians, field techs and repairmen have been thoroughly screened through the FBI and the Department of Justice. Customers can rest assured that none

of our employees have a criminal background. They can feel safe having Antac work at their properties.

SDAR: Tell us about your growth in the San Diego market.

Antac: Antac began operating out of a 2400-square-foot home in Rancho Penasquitos. One year later, after significant growth, Antac relocated its office to a 1600-square-foot space in Kearny Mesa, and the owners and employees were finally able to live in separate residences. Now, in 2011, Antac employs an entire repair crew, 7 customer care representatives, 14 service technicians, 4 termite inspectors, and 20 summertime sales representatives. Due to the fast growth Antac experienced, the company has recently relocated a third time to a 3800-square-foot office in Kearny Mesa. San Diego is a great location for growth. San Diegans tend to embrace local businesses, especially when they discover the business is a breath of fresh air!

SDAR: What SDAR events has your company participated in and how?

Antac: Until recently, Antac merely attended the caravan meetings occasionally to get to know other REALTORS®. However, in April we were given the opportunity to be a part

of a heartfelt service project on a home for an elderly woman. The program is called "Rebuilding Together San Diego." Along with other service providers, we were able to provide termite work and rat/mice work on a no-charge basis to help "rebuild" the home. Projects like the "Rebuilding Together" project really allow you to look outside of yourself and touch the lives of others. I hope to be able to participate in other similar projects.

SDAR: How has being an Affiliate Member of SDAR affected your business growth?

Antac: From the beginning, Antac used many methods of advertising to allow us to expand to the point we are right now. We had not tapped into SDAR to the capacity that was available to us due to being uninformed about the possibilities. However, as Antac is aware of the vast array of possibilities, we expect that there will be significant growth in our termite and repair departments.

SDAR: What products and services can you provide to SDAR members? Do you have anything new and exciting in the works?

Antac: Antac is a full-service termite and pest control company. Antac provides termite inspections, clearances,

termite fumigations, termite/dryrot repairs, bee removals, gopher control, bed bug control, general pest control services, and even pest control insulation! We are the one-stop shop for all pest and termite control needs. In the works...yes, we have a product that is fairly new called T.A.P. Insulation. T.A.P. or Thermal Acoustic Pest Control insulation is the only Energy Star Approved Pest Control Insulation. Only a handful of companies in the United States is authorized to install this product, and Antac is one of them. The insulation is firstly a pest control, and secondly an insulation. It kills termites and a variety of other pests in the attic, guaranteed! The insulation is also a natural flame retardant. If you are looking for an all-natural, green insulation, T.A.P. is the right choice. What is nice about T.A.P. insulation is the fact that general contractors do not have access to this insulation. You MUST hold a license with the state Structural Pest Control Board in order to be able to install.

For more information, contact:

Josh Long or Jake Long
Antac Termite & Pest Control
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220 West Main Street
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TOUR 7

SDAR South County Service Center

884 Eastlake Pkwy., Suite 1629
Chula Vista, CA 91914

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For deadlines and requirements to attend, call (858) 715-8000 or visit www.sdar.com

2011 SDAR Expo & Conference

Friday, June 24, 2011

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9am - 5pm

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June 2, 3, 6, 7 and 8

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Topics Covered

- June 2 - International Real Estate for Local Markets* (prerequisite)
 - June 3 - Transaction Tools for Int'l Real Estate*
 - June 6 - The Americas & International Real Estate*
 - June 7 - Asia/Pacific & International Real Estate*
 - June 8 - Middle East/Africa & Int'l Real Estate*

Instructor: David E. Wyant, CIPS, ABR,
TRC, AHWD, e-PRO®

Time: 8:00 a.m. - 5:00 p.m.

Location:

SDAR's Kearny Mesa Service Center
4845 Ronson Court, San Diego, 92111

Prices:

Entire Institute..... \$595
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* Prerequisite and individual courses may be taken separately for \$159

NOTE: Application, fees, and additional courses required to obtain designation



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SDAR Education Schedule

LEGEND: KEARNY MESA SOUTH COUNTY EAST COUNTY CORONADO

Classes subject to change or cancellation.

Check www.sdar.com for current information.

R-Plus = REALTOR® Plus price

RMS = Risk Management Specialist price

MAY	Class Name	Time	R-Plus	RMS	SDAR	Others	Credits	Presenter
21	Digital Ink® & zipVault®	9:15 am – 12:00 pm	\$17	\$20	\$20	\$25	NA	Joel Carlson
24	Short Sales & Foreclosures (SFR Certification)	8:30 am – 5:00 pm	\$84.15	\$99	\$99	\$119	NA	J. Alan Sappenfield
24	Confirmation Letters	9:00 am – 11:00 am	\$17	\$15	\$20	\$25	NA	Jacqueline Oliver, Esq.
24	Property Management: Challenges & Opportunities	4:00 pm – 6:00 pm	\$12.75	\$15	\$15	\$20	NA	Rick Snyder
25	When in Doubt... Disclose, Disclose, Disclose!	9:30 am – 1:30 pm	\$68.85	\$65	\$81	\$90	NA	Mike Spilger, Esq.
25	Fusion/Tempo Tips & Updates	4:00 pm – 6:00 pm	Free	Free	Free	Free	NA	Sandicor Trainer
26	zipForm® Online Lab	9:00 am – 12:00 pm	\$29.75	\$35	\$35	\$42	NA	Kimber Backlund
26 & 27	Effective Buyer Sales Strategies (CRS 202)	8:00 am – 5:00 pm	\$279	\$237.15	\$279	\$279	14 CS	Frank Serio
27	Equator® Distressed Properties Training	9:00 am – 11:30 am	\$12.75	\$15	\$15	\$20	NA	Elena D. Celestine
27	Equator® Distressed Properties Training	1:00 pm – 3:30 pm	\$12.75	\$15	\$15	\$20	NA	Elena D. Celestine
27	Energy Retrofit Rebates	11:30 am – 1:00 pm	\$12.75	\$15	\$15	\$20	NA	Will Johnson
28	Equator® Distressed Properties Training	9:30 am – 12:00 pm	\$12.75	\$15	\$15	\$20	NA	Elena D. Celestine
JUNE	Class Name	Time	R-Plus	RMS	SDAR	Others	Credits	Presenter
1 - 3	Conquering Contracts	Tue: 8:30 am – 3:30 pm Wed: 8:30 am – 5:00 pm Thur: 8:30 am – 1:30 pm	\$254.15	\$75 (Audit)	\$299	\$399	19 CP	Rick Waite, Esq. Ed Estes, Esq.
2, 3, 6, 7, 8	Certified International Property Specialist (CIPS)	8:00 am – 5:00 pm	\$595	\$595	\$595	\$595	NA	David E. Wyant
2	Fusion/Tempo Tips & Updates	9:30 am – 11:00 am	Free	Free	Free	Free	NA	Sandicor Trainer
6	The Truth About Credit Scores & Credit Reports	9:30 am – 12:30 pm	\$24.65	\$29	\$29	\$35	NA	Nabil Captan
7	Free MLS Training - Day 1	9:15 am – 4:30 pm	Free	Free	Free	Free	NA	Sandicor Trainer
8	Transaction Management Secrets	9:00 am – 1:00 pm	\$63.75	\$75	\$75	\$89	4 CS	Diana Turnbloom
9	Pricing/CMA: The Power of "Sold"	9:00 am – 12:00 pm	\$24.65	\$29	\$29	\$35	NA	John Altman
9	zipForm® Online Lab	9:00 am – 12:00 pm	\$29.75	\$35	\$35	\$42	NA	Kimber Backlund
9	Fusion/Tempo Tips & Updates	9:30 am – 11:00 am	Free	Free	Free	Free	NA	Sandicor Trainer
10	Prospecting	9:00 am – 12:00 pm	\$21.25	\$25	\$25	\$35	3 CS	John Altman
13 & 14	Seller Representative Specialist (SRS)	9:00 am – 4:00 pm	\$254.15	\$299	\$299	\$299	12 CP	Steve Casper & John Altman
16	Negotiations	9:30 am – 1:30 pm	\$47.60	\$45	\$56	62	NA	Jacqueline Oliver, Esq.

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